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In Time'**

Air Conditioning & REFRIGERATION



NEWS

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All-Industry Meeting Nov. 19-20 to Discuss Shortage of Men, Parts

PITTSBURGH—A two-day general meeting of the refrigeration industry to be held Nov. 19 and 20 at the Palmer House, Chicago, has been called by the Refrigeration Equipment Manufacturers' Assn.

The purpose of the meeting, as stated by R. Kennedy Hanson, executive secretary of Rema, is to discuss the present critical shortages of materials and manpower now facing the industry, to present a concrete picture of the industry's requirements for the coming year, and to formulate a presentation to the government, which will include the facts as presented at the Chicago meeting.

All branches of the industry have been invited to participate in the meeting. Current plans call for individual sessions of the Refrigeration Service Engineers Society and the National Refrigeration Supply Jobbers Assn. in conjunction with the general conference.

Highlights of the meeting will include: talks by authoritative speakers on current problems facing the industry; detailed statistical reports on the present status and the anticipated requirements of the industry's maintenance, repair and manpower facilities; and the formulation of concrete proposals designed to point out to the government the industry's minimum requirements in the materials and manpower field which will insure continued operation of existing installations of refrigeration equipment during 1943.

(Further details concerning this meeting will be published in next week's issue of Air Conditioning & Refrigeration News).

200 Attend Midwestern Victory Meeting

CINCINNATI—Close to 200 service men, jobbers, contractors, dealers, engineers, and manufacturers gathered at the Netherlands Plaza hotel here Monday to hear reports on the Victory Program and to pledge adherence to its conservation precepts.

Paul B. Zimmerman, vice president of Chrysler Airtemp, opened the meeting with a chart-and-slide illustrated lecture on wartime uses of refrigeration. John K. Knighton, director of the Victory Program, followed with an outline of its conservation features and a plea for cooperation.

Following a short recess, the audience heard A. B. Schellenberg, president of Alco Valve Co., Henry Dinagar of the War Production Board, Dr. William Hainsworth, president of the American Society of Refrigerating Engineers, E. A. Plesskott, president of the Re-

(Concluded on Page 2, Column 2)

WPB Report Reveals Big Percentage of Commercial Refrigeration, Air Cooling Production Is for the Direct War Effort

Conversion of Plants for Munitions Making Not Asked Because of Needs for Regular Products

WASHINGTON, D. C.—Although the commercial refrigeration and air-conditioning industry is working almost exclusively on war orders today, little conversion has been required in its plants since the normal products of the industry are supplied extensively for military use—to ships, hospitals, and Army cantonments—the War Production Board revealed in a recent report.

Dealers Handling Own Time Paper May Ask For Income Tax Relief

NEW YORK CITY—Because of the rapid decline in accounts receivable resulting from the Federal Reserve Board's Regulation W, more than 95% of all corporate instalment dealers will be eligible for excess profits tax relief offered to them by section 736 of the current tax bill, it was predicted here recently.

Typical of the downward trend, household appliance stores at the end of August reported that their accounts receivable were 47% under 1941 totals, while furniture stores claimed a 29% drop, and jewelry stores were 27% lower.

All that a store must show at the end of the year in order to qualify for relief is at least a 20% decline

(Concluded on Page 2, Column 4)

Tax Law Passed; Covers Some Refrigeration

WASHINGTON, D. C.—The 1942 Revenue Act, now passed by the Senate and the House and signed by the President, amends Section 3405 of the Internal Revenue Code to eliminate the 10% excise tax on commercial refrigerating equipment, while retaining the 10% tax on household refrigerators, component parts for household refrigerators, and self-contained air conditioning units.

The following excerpt from the
(Concluded on Page 2, Column 2)

The board also included among uses for the peace-time product of the industry a growing need for refrigeration equipment in the production of synthetic rubber.

"But in spite of the heavy demand for normal products," reads the report, "about 30% of present production is of munitions items. Employment is above normal."

WPB drew its information from August reports of 3,021 manufacturing plants in 74 metals-working industries. The overall picture gained by the survey showed that by the end of the summer, production of durable goods for civilian use had stopped almost entirely and more or less full conversion to war work had been achieved.

Touching on the domestic mechanical refrigeration industry, the washing machine industry, the sewing machine industry, the household electrical appliance industry, and others, as well as commercial refrigeration and air conditioning, the survey reported on amounts of unfilled war orders, employment, and rate and nature of plant conversion, as follows:

In the combined commercial and domestic refrigeration industry, unfilled war orders amounted to over 800 million dollars at the end of July. War shipments in July were 37 million dollars, about half of which was of munitions.

At the end of July, the domestic refrigerator industry alone, next to automobiles the largest producer of consumers' durable goods before the war, held unfilled war orders valued at 450 million dollars. Employment in the industry is back to normal. Converted plants are now turning out a great variety of munitions items, and expect to reach peak production by late spring next year.

(Concluded on Page 2, Column 5)

This is the bulletin issue of the News. More details on the news stories plus special features in next week's full size issue.

PRP Manufacturers May File PD-25F For Added Material

WASHINGTON, D. C.—Manufacturers working under the Production Requirements Plan who have urgent need of material over and above the amounts authorized for fourth-quarter use may apply for additional quantities on Form PD-25F, but are warned that only applications covering material necessary to the war effort or for essential civilian uses can be considered, according to instructions announced Oct. 20 by the War Production Board.

In adjusting requirements for the last three months of this year to match available supplies, it was found necessary to reduce requests by companies operating under PRP from a moderate amount in the case of direct military items to a substantial amount in the case of less essential products, and only relatively small quantities of materials in addition to those already allotted are available for distribution.

The instructions for filling out the application forms for supplemental authorizations direct that a separate PD-25F be filed for each class of product covered by the authorization on PD-25A.

Heller Heads Materials Program for WPB

WASHINGTON, D. C.—Walter E. Heller, president of Walter E. Heller & Co., was appointed chief of the materials program of the Program Coordination division of the War Production Board.

The branch, a part of the Office of Determination, headed by Ferdinand Eberstadt, vice chairman of WPB, will obtain authoritative estimates of material requirements from all major claimants for resources covering their needs, and estimates of material supply of all needed resources.

With such information, the branch will first consolidate total estimates of material requirements and supply in the form of trial balances and advise the appropriate branches of the division as to the indicated deficiencies.

After consulting with other branches, the materials requirements branch will recommend necessary adjustments or supply conditions.

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Exise Tax Levied On Some Refrigeration Under New Law

(Concluded from Page 1, Column 2)

Bill covering the amended section was printed in the Oct. 19 Bulletin issue of AIR CONDITIONING & REFRIGERATION NEWS, after the amendment had been proposed by the Senate Finance Committee:

Sec. 614, Refrigerators, Refrigerating Apparatus, and Air Conditioners

"Section 3405 is amended to read as follows:

"Section 3405. TAX ON MECHANICAL REFRIGERATORS AND SELF-CONTAINED AIR CONDITIONING UNITS.

"There shall be imposed on the following articles (including in each case parts or accessories therefore sold on or in connection with the sale thereof) sold by the manufacturer, producer, or importer a tax equivalent to 10 per centum of the price for which sold:

"(a) REFRIGERATORS—Household type refrigerators (for single or multiple cabinet installations) having, or being primarily designed for use with, a mechanical refrigerating unit operated by electricity, gas, kerosene, or gasoline.

"(b) REFRIGERATING APPARATUS—Cabinets, compressors, condensers, evaporators, expansion units, absorbers, and controls for, or suitable for use as parts of or with, household type refrigerators of the kind described in sub-section (a) except when sold as component parts of complete refrigerators or refrigerating or cooling apparatus.

"(c) AIR CONDITIONERS—Self-contained air-conditioning units."

200 Attend Victory Meeting at Cincinnati

(Concluded from Page 1, Column 1)

refrigeration Service Engineers Society, Claude Brunton, service man and contractor of Huntington, West Virginia, and Mr. Knighton again.

George Taubeneck, publisher of AIR CONDITIONING & REFRIGERATION NEWS, was general chairman and introduced the speakers.

Theme of the meeting—and substance of the speeches—was similar to that of the Victory Program meetings held recently in Los Angeles and San Francisco, and reported in the Oct. 5, 12, and 19 issues of AIR CONDITIONING & REFRIGERATION NEWS.

Plans for the future of the Victory Program were considered at a dinner meeting of the executive committee. Present, in addition to Messrs. Knighton, Hainsworth, Schellenberg, Zimmerman, Dinegar, and Taubeneck, were Earl Vallee, vice president of Automatic Products Co., F. S. McNeal, president of Universal Cooler Corp., E. T. Murphy, vice president of Carrier Corp., and C. V. Hill, Jr., vice president, C. V. Hill & Co.

Ammonia Allocations for October Are Granted

(Official WPB Release)

WASHINGTON, D. C.—October allocation requests for anhydrous ammonia for non-military refrigeration purposes were granted in full.

Price Ceilings Set On Parts, Labor for Furnace Conversion

WASHINGTON, D. C.—Reasonable prices on grates, ash-pit doors, and other parts necessary for converting boilers from oil-heating to coal-burning were assured to American homeowners Oct. 10 when Price Administrator Leon Henderson issued a specific price regulation controlling all conversion parts.

Effective Oct. 14, the order, entitled Maximum Price Regulation No. 236, applies at first only to sales made in eastern states, but later will be extended to other parts of the country where conversion is being encouraged.

The new regulation established top prices of conversion parts at levels currently prevailing among sellers, and set a ceiling on installation costs at the highest hourly charges in effect last March, adjusted to take into account any wage increases up to July 1.

The order also provides a list of ceiling prices for persons selling or installing conversion parts for the first time since March (base period under the General Maximum Price Regulation); eliminates wide differences in prices by lowering maximums on high-margin sellers; and sets ceilings on the basis of weight, rather than by the piece as was done under the General Price Regulation.

All parts used for conversion are subject to the regulation, the parts defined as "The metal parts necessary to convert an oil fired heating boiler and make it ready for use for hard fired solid fuels." Certain accessories such as grate assemblies and parts, grate supports, shaker handles, ash-pit doors and frames; and smokehoods with check control are also covered by maximum prices named in the regulation.

In issuing the order, Mr. Henderson said, "The emergency demand for conversion parts makes it desirable to place them under a specific price regulation in the interest of more efficient administration and to clarify the price situation, especially for the ultimate consumer. 'In addition,' he said, 'this clarification should stimulate the boiler conversion.'"

The "specific price regulations" of the order set a basic manufacturer's top price of 11 cents per net pound, f.o.b. foundry, for the parts, and a maximum wholesaler-to-dealer or installer price of 13.75 cents per net pound, delivered. The installer's top price to a consumer it fixed at 18 cents per net pound, to cover the installer's cost and mark-up of parts, while the installation price may not exceed the highest charge for labor (on an hourly rate basis) which applied in March, 1942, plus any increase in wage rates up to July 1.

If the installer had no established installation price in March, the highest price charged for installation of similar mechanical equipment is used, adjusted to wage changes up to July 1.

States now covered by the provision include Connecticut, Delaware, Florida, Georgia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Vermont, Virginia, West Virginia, District of Columbia.

The regulation specifically requires that every seller deliver to a purchaser an invoice containing the date of the transaction, an itemized list of the conversion parts, and the price per net pound for the materials. The invoice must also show the number of hours actually employed in completing the conversion, and the rate per hour charged for the service, as well as a certificate signed by the seller stating that the conversion parts used did not exceed the actual requirements for the work.

Van Tassel Directs Sales of New G-E Motor Section

SCHENECTADY, N. Y.—K. R. Van Tassel, former sales manager of Lynn motors at General Electric's Lynn Works, has been appointed sales manager of the newly formed integral-horsepower motor section of G-E motor division, it was announced recently by W. H. Henry, manager of the motor division, industrial department.

At the same time, Mr. Henry announced that D. A. Yates of the same division had been placed in charge of the Lynn motor group at G-E's Lynn, Mass. plant.

Dealers Handling Time Paper Can Get Relief By Tax Adjustment

(Concluded from Page 1, Column 2)

over the corresponding annual average for 1938-41 in either its volume of credit extended or outstanding accounts receivable (charge accounts excluded). If the taxpayer was not in business during the base period, the average will be figured back to the time his business began.

Since most stores are experiencing heavy drops in accounts receivable, only those where business was unusually poor during the base period, or where outstandings were below normal, will fail to qualify under section 736.

Provision for relief was introduced to the House tax bill because of the National Furniture Assn. and similar groups. They brought out the fact that few installment houses had continued to file tax returns by the accrual method, that is, computing taxes on the basis of sales recorded during the taxable year. Most organizations, they explained, are now filing returns on the instalment basis, by which taxes are paid during the year in which actual profit is realized through collection.

Consequently, they pointed out, most concerns using the instalment method will be required to pay excess profit taxes this year, not because of improved business, but because Regulation W has so speeded collection of accounts that "artificial" excess profits have been created.

To relieve this situation, section 736 provides that all dealers able to show the minimum 20% decline in accounts receivable may return to the accrual method for figuring excess profit taxes. For all other tax purposes, however, the instalment basis will be retained.

Acting retroactively to Jan. 1, 1940 the bill also provides for refunding to dealers able to meet the same requirements for those years. Since the accelerating effect of Regulation W was lacking during that period, however, it is believed that few stores will be eligible for the retroactive relief.

According to the bill, stores which fail to qualify for relief this year may do so in later tax periods, using the same base years, 1938-41.

Moreover, a store choosing to switch to the accrual method may revert to the instalment basis if its credit extended or receivable outstandings become less than 20% under the base period average. Once a store changes back to the instalment method, however, the decision will be irrevocable.

Certificate of Necessity Needed on Leased Trucks

WASHINGTON, D. C.—A Certificate of Necessity must be obtained by anyone who leases a commercial motor vehicle from another person "for a period of seven or more consecutive days" (a "lessee") after Nov. 15, 1942, the Office of Defense Transportation announced recently.

The lessee will be allowed 10 days in which to apply for his Certificate.

A person who leases a commercial motor vehicle from another under separate leases with short breaks in the period between leases will also be considered as operating under a lease arrangement of seven or more consecutive days, the ODT said.

These Certificates will govern the maximum mileage allowed the lessee in their operation, but may not be used to obtain gasoline ration coupons from local boards. These ration coupons should be furnished by the owner or lessor to the lessee.

WPB Survey Reveals Conversion Progress In Many Industries

(Concluded from Page 1, Column 3)

Almost complete conversion was demanded of the household washing machine and ironer industry, where employment is reported to be 60% of last year's top figure, with conversion still incomplete. Unfilled war orders here at the end of July amounted to 80 million dollars, of which 99.5% was for war goods. Peak production will be reached in most plants by the end of 1942, it is expected.

In the field of commercial laundry and dry cleaning, however, the normal product has been in heavy demand by the armed forces, and there has been no conversion of peace plants.

Similarly, there has been no curtailment in production of industrial sewing machines since they are needed to make a variety of military articles, but manufacturing of household machines ended in July.

Almost complete conversion again was necessary among industries producing household electrical appliances such as fans, flat irons, mixers, percolators, toasters, and cleaners.

During the summer, employment in these industries fell off sharply but has now returned to nearly normal. Unfilled war orders in 32 plants at the end of July amounted to \$204,066,000 of which 99.7% was for war.

Between now and the end of the year, 17 electrical appliance firms which employed 10,000 wage earners in August expect to increase employment to 13,000 and war goods shipments from six million to 13 million dollars per month.

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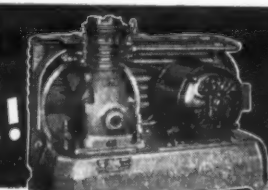
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Quota System, Patterned after British Plan of Rationing, Will Be Used in Controlling Use of Steel by Industry

WASHINGTON, D. C.—War Production Board officials are getting ready for another change in government control of steel, planning to set up soon a quota system that will determine—probably by quarters—where each pound of the vital metal will go, authorities here report.

Replacing "directives," "preference ratings," "priorities," and "allocations," the proposed quota system will be patterned largely after Great Britain's method of steel rationing, studied there recently by a mission of American steel experts. The quota system was adopted by the British almost immediately, after a few weeks' trial of the rating method foretold too much confusion.

A SAMPLE CASE

A hypothetical explanation of the quota system has been made by the New York Times:

Imagine a long horizontal strip of paper, marked at one end to indicate perhaps 1,200 medium tanks, and at balanced distances along the strip marked to show the tonnages of armor, plates, wire, castings, angles, shapes, and other steel products needed to produce this number of tanks in the forthcoming quarter.

Then visualize, says the Times, many scores of similar horizontal strips, marked at the same distances to show what tonnages of those steel parts are required for six destroyers, or two cruisers, or 30 portable bridges, or 1,000 pursuit planes, or 12,000 oil drums, or 6,000 coils of barbed wire.

Placing these slips one below the other, perhaps in order of importance, produces a table with long columns of figures that can be readily totaled at the bottom to show how much of every category of steel products will be needed to meet war program schedules.

Examination of the table will reveal where certain demands for steel can be cut down or even eliminated. For example, officials might decide to concentrate as much large-size tubing production as possible in seamless tube mills, to free welded pipe mills which utilize steel plates and make such plate capacity available for other products.

Use of the quota system will also make it possible to reallocate to other producers or other items steel quotas not used up by the producer to whom they were originally assigned.

PRESENT PROGRESS

In Washington now, hangovers from the present methods of steel rationing are being trimmed to fit the new system. The valuable physical set up of the Production Requirements Plan, for instance, may be retained as a reporting system. Similarly, repurchase of excessive inventories for redistribution as needed has begun.

Hereafter, the "horizontal strip" method should prevent a producer from getting 100% of axles, wheels, and tie-rods, and only 60% of the plates needed to make freight cars.

It is also expected that the quota system will end some of the wasteful uses of steel, such as the outdoor garage built by an aircraft manufacturer to hide his workers' automobiles.

New Jersey Adopts Statewide Program Of Staggered Hours

WASHINGTON, D. C.—New Jersey became, on Oct. 6, the first state in the nation in which a staggered hours program was ordered officially by governmental authority. The Office of Defense Transportation viewed the action as the possible forerunner of similar steps by other commonwealths and municipalities throughout the country in order to meet the transportation crisis.

The New Jersey staggered hours program was drawn up by the New Jersey War Transportation Committee, appointed by Governor Charles Edison several months ago at the request of Joseph B. Eastman, ODT Director. Subsequently, Governor Edison appointed Joseph E. Conlon, president of the State Board of Utility Commissioners, State Coordinator of Transportation, with full wartime authority to coordinate public transportation facilities in line with the recommendations of the War Transportation Committee.

As his first official act, Mr. Conlon issued three directives:

Directive No. 1 ordered public schools, parochial schools, and high schools in cities throughout the state to adopt opening and closing hours in conformance with a schedule drawn up by the War Transportation Committee. In general, the school hours ordered were one hour later than those which previously had prevailed. This phase of the staggered hours program went into effect Oct. 5.

Directive No. 2 ordered all retail businesses in the business district of Newark not to open their doors to the public for the start of the day's business between the hours of 8 a.m. and 10 a.m., and not to close their doors to the public between the hours of 4 p.m. and 6 p.m. The business district affected is bounded on the east by the Pennsylvania Railroad and the Passaic River; on the west by High Street; on the north by the Lackawanna Railroad, and on the south by South Street and Clinton Avenue. The effective date of this order was Oct. 12.

Directive No. 3 ordered six companies employing large office forces to change the opening and closing hours of their offices to approximately an hour later than usual so as not to coincide with change of shifts at war plants. This order also is effective Oct. 12. The six affected companies, all of which have their main offices in Newark, are the American Insurance Co., Beneficial Management Co., Firemen's Insurance Co., Loyalty Group, Prudential Life Insurance Co., Public Service Corp. and New Jersey Bell Telephone Co.

Makers of Victory Stoves Enumerate Their Problems

WASHINGTON, D. C.—Problems in price and materials now facing producers of "Victory" cooking and heating equipment were voiced by them Friday at a meeting with the War Production Board.

An acute shortage of stoves is at hand, they warned, even if some manufacturers are getting materials without too much difficulty and prices have been approved for 34 makers.

Chief criticism made is that requests under the Production Requirements Plan have been cut 45%, and that the number of units to be produced will be greatly lowered.

This materials shortage has resulted in a double increase in costs to the manufacturer, they stated, both in overhead and in attempting to use distress stocks. Shipping costs on material bought in other cities are higher than on steel bought from mills, one manufacturer pointed out, and odd-size shapes cause waste in cutting and stamping.

Complaint was also made against the attitude on prices held by the Office of Price Administration. As one manufacturer saw it, if the price of a regular model was frozen in June at a figure unprofitable to the maker, the OPA, apparently feeling that a producer should not make money on a comparable Victory model in July, established the price of that Victory model on the same squeeze basis. As a result, he said, manufacturers are gradually steering clear of certain items on which no profit can be realized.

Producers also protested that most of the "Victory" models business is confined to Federal public housing projects while dealers in non-defense areas have been unable to obtain much stock.

75% of Total Steel Output Going to Direct War Use

WASHINGTON, D. C.—More than 75% of the nation's steel output of 5,300,000 tons a month now is going into direct war use and the remainder into such essential industries as railroads, machinery manufacture, and the like, David F. Austin, Acting Chief, Iron and Steel Branch, reported last week.

Eighty per cent of the nation's steel is being delivered on ratings of A-1-a or higher.

The 5,300,000 tons a month currently being delivered represents finished steel products, a reduction of approximately 30% from ingot production of more than 7,000,000 tons. In terms of plates and shapes, sheets, bars, pipe, wire rails, and the like, the United States this year will turn out about 62 million tons. This is slightly more than 70% of the 86 million ingot tons the nation is expected to produce. The remaining 30% goes back into the furnaces in the form of scrap.

This is the way the nation's ingot production has grown since 1939:

1939	52,798,714 net tons
1940	66,982,686 net tons
1941	82,927,557 net tons
1942	86,000,000 net tons*

*Estimated.

To make this increased production possible, steel-making capacity, that is, rated capacity as distinct from actual production, has been stepped up correspondingly. At the end of 1939, it was 81 million tons; 1940, 84 million; 1941 88 million. By the end of 1942 capacity probably will reach 93 million tons and by mid-1943, 98.

Current production is far ahead of the best the Axis nations can do, including the German-controlled countries of Europe. Axis steel production was approximately 74 million ingot tons in 1941.

Vacuum Cleaner Sales Stopped 'Til Dec. 31 by WPB

WASHINGTON, D. C.—Sale of all types of new domestic vacuum cleaners held by manufacturers, wholesalers, and retail dealers has been frozen from Oct. 24 to Dec. 31, 1942, by the War Production Board, to determine whether there are sufficient supplies on hand to permit transfer of such cleaners to civilian buyers. Demonstrators are considered new stock by the board.

Exception is made in the Supplementary Limitation Order L-18-c, however, to permit sale of vacuum cleaners to the U. S. Army or Navy, to governments of any country under Lend-Lease provisions, to any person outside of the United States granted an export license by the Board of Economic Warfare, or on specific authorization of the Director General of Operations applied for and granted on Form PD-556.

REPORTS REQUIRED

Beginning Nov. 10, WPB requires that each manufacturer file with them on or before the 10th day of each calendar month a report on Form PD-655 of all new domestic vacuum cleaners which he shipped during the previous month. By the same deadline, wholesalers and dealers are to file with WPB copies of purchase orders against which they transferred any new domestic vacuum cleaners during the preceding calendar month.

Manufacturers, wholesalers, and dealers also are required by the Order to keep for at least two years, complete records of all sales and shipments of cleaners made after Oct. 24, date of the Order's issue.

All communications concerning the Order must be addressed to the War Production Board, Consumers' Durable Goods Branch, Washington, D.C., Ref: L-18-c.

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Seaton Is Elected Illinois Service Engineer President

SPRINGFIELD, Ill.—The Illinois State Refrigerator Service Engineers Assn. held a one-day conference here. The meeting was presided over by J. J. Kline of this city.

The following officers were elected: Earl Seaton of Rockford, president; C. C. Stump of the Tri-County chapter, first vice president; Archie Falt of Springfield, second vice president; Glen Dresbach of the Illinois Valley chapter, secretary; Don McGill of the Illinois Valley chapter, treasurer; J. K. Farrelly of Springfield, sergeant-at-arms.

National President E. A. Pleskott of St. Louis addressed the convention. The new national secretary, J. K. Powers of Chicago, was introduced.

After the luncheon, Lieut. McClevey of the Army Air Forces camp at the Illinois State Fair Grounds explained the value of the refrigerator service engineer in the war effort. Herman Goldberg of Chicago talked on "Materials and Priorities."

Mattiesen Resigns from WPB Executive Post

WASHINGTON, D. C.—The resignation of C. H. Mattiesen, Jr. as assistant director general for operations of the War Production Board, has been accepted by Donald M. Nelson, chairman, to become effective Nov. 1.

In a letter of regret accepting the resignation, Mr. Nelson said he expects Mr. Mattiesen to continue to serve the WPB on the Pacific coast. Mr. Mattiesen found it essential to return to his home in California.

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A-1-a Rating Required on All Orders Using Copper; King Reports on Uses & Demands for Metal in Fighting War

WASHINGTON, D. C.—Every pound of copper available is going toward production of war materials, shipment to the allies, or manufacture of the most essential industrial needs bearing preference ratings A-1-a or higher, H. O. King, chief of the copper branch, has stated in a report of the critical condition of the American copper supply.

Because of unprecedented demands for the metal made by the war machine, domestic production, imports, and salvage collection have been increased until the current copper supply of 200,000 tons per month is the largest in the country's history, Mr. King revealed.

This year's domestic production doubles the output of 1938 by the following series of increases which show how the industry has responded to the needs:

1938	under 1,200,000 tons
19391,525,500 tons
19401,913,800 tons
19412,467,100 tons
19422,571,700 tons

As the world's biggest producer of copper, the United States in 1938 topped the Axis in smelter production with 570,773 tons, against 70,000 for Germany and 102,000 for Japan.

Labeling the copper situation "black," however, Mr. King stated that the present copper supply falls 8% short of estimated requirements for 1942 and 25% short of 1943 estimated needs.

To show the extreme tightness in the copper situation, Mr. King pointed out that much less than one-fifth of the total current supply is being used for all the industrial and essential civilian purposes which must be met. For a second illustration, he recalled the recent announcement of the copper branch that even brass and wire mills and foundries would be allotted no copper of any kind, including scrap, except on preference ratings A-1-a or higher.

The need for stringent control of copper can be found upon examining materials being used to fight the war. A medium tank, for example, takes almost a half ton of copper; the big Flying Fortress uses over a ton and a half of copper; and a front-line battleship requires 2,000,000 pounds of the metal. Ammunition is one of the largest users of the metal. Moreover, copper is non-replaceable for many essential military purposes.

The copper that normally would go into electric refrigerators will provide this year enough copper and brass to complete 60 destroyers.

The copper usually used in domestic electric appliances will supply copper and brass for thousands of the big 155-millimeter heavy artillery field guns.

Solution to the copper shortage rests on several centers, including production, smelting and refining, imports, industry, and scrap collection.

Altogether, the government is

Problems of Closing Up Retail Store as Big as Keeping Store Running

NEW YORK CITY—Closing the small retail organization has as many problems as staying in business, Maurice M. Friedman, general counsel and executive secretary of the New York Furniture Merchants Assn., declared here recently. Long term leases he singled out as especially troublesome to the closing procedure.

Urging the government to facilitate cancellation of such leases when liquidation is necessary, Mr. Friedman mentioned a few ways in which the problem has been met so far.

Some retailers, he explained, have closed their business despite leases, preferring to have the matter handled as a bankruptcy. In other cases, landlords have voluntarily offered to reduce rents to induce their tenants to continue operating. Usually, he said, a settlement is reached by both parties.

On the other side of the picture, Mr. Friedman cited high cost of wages as one of the chief obstacles to keeping a business open. In addition to encouraging younger salesmen to seek war work, retailers have sought to persuade the unions to agree to a cut in wages and hours, thus far without success, he declared.

spending over \$180,000,000 and private industry more than \$40,000,000 to develop new copper-producing facilities. In order to encourage fullest production of normally unprofitable mines, for example, a bonus system has been worked out by the Metals Reserve Co. to pay the premium price of 17 cents per pound for all production over a certain quota. The current market price is 12 cents.

To overcome the bottle-neck of heavily over-taxed smelting and refining facilities, foundries are now accomplishing the extremely difficult operation of converting scrap into black copper. This permits maximum output from facilities of all kinds and increases the over-all supply of usable copper.

Larger imports from the South American countries, particularly Chile and Peru, and from Mexico, Africa, and Canada, also can somewhat ease the copper shortage.

In industry, substitution of metals whenever possible effects a substantial saving of copper. Silver is being used in some electrical equipment, and simplification in pipe fittings by the War Production Board saves enough copper in a year to put the rotating bands on a million 14-inch shells.

Last resort is collection of unused scrap and waste copper. By this method, Mr. King said the copper branch hopes to make available from 300,000 to 400,000 additional tons of copper. One part of the collection program is activity of the Copper Recovery Corp., which buys up stocks of unused copper and brass, and serves to direct such unused stocks into the hands of those who need the metal. On a purely voluntary basis, collection and resale of idle inventory copper through the corporation are running as high as 5,000,000 pounds a week.

Approximately 31% of this year's supply will come from old and re-processed mill scrap.

Ceiling Prices Take Precedence over Any Fair Trade Limits

WASHINGTON, D. C.—Warning for manufacturers, producers, and wholesalers against suggesting retail prices in any manner, even under a State Fair Trade contract, without putting the retailer on clear notice that the suggested or Fair Trade prices may be charged only if they do not exceed the retailer's ceiling price as determined under the Office of Price Administration regulations, came from the OPA recently.

It was emphasized that the retailer's primary duty is to observe his ceiling prices, and that if, relying upon a suggested retail price or Fair Trade price, he breaches the ceiling, he is guilty of violation regardless of good faith.

In such case, the manufacturer will be regarded as a violator on the ground that he has induced the violation by the retailer and is a participant in it.

Reports to OPA Do Not Need to Be Notarized

WASHINGTON, D. C.—Reports filed with the Office of Price Administration no longer must be executed under oath, the OPA ruled last week as a further step toward simplifying the administration of price control.

Unaffected by the order are applications for adjustments of ceiling prices and petitions for amendments or exception. They must still be sworn to or affirmed, wherever price or procedural regulations so direct.

Notarization of reports, however, was declared unnecessary by OPA officials on the grounds that submission of false statements to the OPA is a criminal offense.

The decision took effect Oct. 24, in Supplementary Order No. 23. It applies to all reports whether made on official forms or not, including financial statements, inventory reports, price lists, cost records, determinations of ceiling prices, reports of purchases or sales, tables of discounts, allowances, and other differentials, and related documents.

Edwina Nolan of G-E Heads WPB Salvage Drive in 6 States

NEW YORK CITY—Edwina H. Nolan, manager of the home service section of General Electric Co.'s appliance and merchandise department, Bridgeport, Conn. is one of 10 women selected from various industries throughout the nation to assist in a two-month WPB campaign to bring the knowledge of the salvage drives to the housewives of the nation, and to encourage their cooperation.

Miss Nolan is assigned to the six New England states: Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut. She is cooperating with regional conservation managers and state and local salvage committees in developing programs for the housewife.

To qualify for the assignment, Miss Nolan together with the other nine women selected from other parts of the country, attended a concentrated salvage school in Washington for one week. The school was conducted by the Women's Unit of the Conservation Division of WPB.

During her two-month WPB assignment, Miss Nolan is continuing to supervise the operation of the regular G-E nutrition courses for manufacturing plants.

Krautter Leaves Crosley Advertising Post

CINCINNATI—L. Martin Krautter, advertising and sales promotion manager for the Crosley Corp. here, has resigned to become vice president and account executive of Stockton, West, Burkhart, Inc., advertising agency.

Before joining Crosley, Mr. Krautter was in the advertising agency business for 10 years. In connection with his work in the electrical appliance field, he served on the advertising committee of the Radio Manufacturers' Assn.

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